



### This is Gawker Media

GAWKER MEDIA / INTRODUCTION / WELCOME TO GAWKER MEDIA



"Gawker Media...quickly grew into a powerhouse...eight blogs, 20 million monthly readers." -NYT



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# **© "Deliciously wicked."** -NYT

GAWKER MEDIA / NEWS & PRESS / BUZZ



"The family of Gawker sites has become at once **a publishing success** and part of the contemporary New York bohemian scene, like Andy Warhol's factory in the 1960s."



"Talking about AOL with a top exec at one of the big media companies, we asked something like: "Aren't they just Gawker Media wrapped into costly corporate trappings?" And this exec basically said, 'Woah, **Gawker is nothing to sneeze at**."

### The Washington Post

"Gawker became a strangely addictive force on the Internet by ridiculing all manner of media people, often in bitingly harsh terms."

### The New york Times

"...appeals to a young, urban demographic, with a roster of editors whose strong voices inspire **loyal following**."



"Gawker's social policing and snipe-trading sideshow has been **impossible to resist** as a kind of moral drama about who deserves success and who doesn't. It supplies a Manhattan version of social justice."



"Gawker is **the online tastemaker** and is capable of immediately getting a story out to a large, connected audience, who will pay attention and quickly pass it on."



### Influential Readership

GAWKER MEDIA / NEWS & PRESS / INFLUENTIAL READERSHIP



BESTMODO-

### Bill Gates: My 1979 Memories

By Bill Gates, 5:20 PM on Thu Jul 23 2009, 177,859 views

New York, 11:52 AM Wed Sep 9 56 posts in the last 24 hours FR | IT | DE | SP | JP AU | BR

#### GIZMODO TEAM

Tip your editors: tips@gizmodo.com

Editorial Director: Brian Lam | Email | Twitter

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Our Gizmodo '79 celebration may have ended last week, but there's room for a final post, written by famed retiree and mosquito wrangler Bill Gates. It's no joke: Gates read the series then sent this in:

I read those 1979 stories all last week, and it put me in a nostalgic mood, so wanted to offer my own memory to add to the collection.

"The audience they bring together tends to be influencers in...tech, media, fashion and pop culture... It's an affluent and intelligent audience that reads the site, which is generally what marketers are looking for."

-Carrie Frolich, managing digital director for Mediaedge:cia, AdAge

11x more likely to read or set up an RSS feeder or stand-alone application Index 1,140

# 4x more likely to publish a blog on blogging and social networking sites

3.5x more likely to have four or more social networking profiles Index 365

4x more likely to seek/post product reviews online Index 404

3.5x more likely to read/view forums, groups or message boards online

LEFT: Gizmodo reader and Microsoft founder, Bill Gates, chimed in on his 1979 memories after reading the Gizmodo'79 feature on the site.

Source: Nielsen @Plan 2009



# In Good Company

GAWKER MEDIA / NEWS & PRESS / IN GOOD COMPANY

"Our most valuable entertainment-industry clients like HBO and Showtime seem to be advertising with sites like Gawker and Jezebel as a matter of routine now. Marketers such as Sprint, Samsung and T-Mobile remain anchors on our tech properties such as Gizmodo. And some clients – Symantec springs to mind – are more aggressive than ever online."

Nick Denton, Publisher/Founder Advertising Age, May 20, 2009





































































































### The Brands

GAWKER MEDIA / INTRODUCTION / THE BRANDS

#### **GAWKER GEEK**



The Gadget Guide

- 6.1 Million Unique Viewers (Quantcast)
- 91% Male (Gawker Survey Q3 09)



Obsessed with the Cult of Cars

- 1.6 Million Unique Viewers (Quantcast)
- 97% Male



The Gamer's Guide

- 2.9 Million Unique Viewers (Quantcast)
- •95% Male



Sports without Favor or Discretion

- 1.5 Million Unique Viewers (Quantcast)
- 91% Male



Tips & Tricks for Getting Things Done

- 4.8 Million Unique Viewers (Quantcast)
- 81% Male



Strung Out on Science Fiction

- 2.2 Million Unique Viewers (Quantcast)
- 80% Male

#### **GAWKER CHIC**



Media, Gossip, Pop Culture

- 3.0 Million Unique Viewers (Quantcast)
- 74% Female



Celebrity, Sex, Fashion for Women

- 1.2 Million Unique Viewers (Quantcast)
- 97% Female





#### GAWKER MEDIA / SITES / GAWKER











Gawker dishes details on the most coveted and current news content across media, entertainment, technology and business in its signature style.

3 million monthly uniques 66% 18-34 74% female HHI \$75K+:39% 84.8% College Grad or higher





GAWKER MEDIA / SITES / JEZEBEL









Jezebel gives down and dirty details about celebrity, fashion and sex through uninhibited conversation in an always alluringly witty tone to match the intelligent readership.

1.2 million monthly uniques 82% 18-34 97% female HHI \$75K+:28% 79.1% College Grad or higher







GAWKER MEDIA / SITES / GIZMODO











Gizmodo feeds breaking gadget news on the newest shiny toys to their techhungry audience with impressive daily frequency.

6.1 million monthly uniques 70% 18-34 91% male HHI \$75K+:39% 61.8% College Grad or higher





GAWKER MEDIA / SITES / LIFEHACKER











Lifehacker digs for life-altering tips to better navigate the daily grind, divulging all tricks to the software savvy readership.

4.8 million monthly uniques 68% 18-34 81% male HHI \$75K+:37% 66.1% College Grad or higher





#### GAWKER MEDIA / SITES / KOTAKU











Kotaku is the ultimate gaming blog, churning out news, reviews and expert analyses to satisfy the itch of their hyper-gaming audience.

2.9 million monthly uniques 88% 18-34 95% male HHI \$75K+:21% 44.4% College Grad or higher





GAWKER MEDIA / SITES / JALOPNIK











Jalopnik drives the latest news on automotive industry developments and reviews to their brand-conscious, gearhead readership.

1.6 million monthly uniques 58% 18-34 97% male HHI \$75K+:48% 66.1% College Grad or higher





GAWKER MEDIA / SITES / DEADSPIN













Deadspin documents everything in the sporting spectrum, from scandals to scores, for the sports enthusiast readers who love games on and off the field.

780K monthly uniques 81% 18-34 91% male HHI \$75+:34% 79% College Grad or higher





GAWKER MEDIA / SITES / IO9











io9 informs the obsessive and curious Sci-Fi crowds with constant news on tech and entertainment brands, bridging the gap between gawking and geeking.

2.2 million monthly uniques 64% 18-34 80% male HHI \$75K+:34% 65.3% College Grad or higher







# Homepage Takeover

#### GAWKER MEDIA / CREATIVE CAPABILITIES / HOMEPAGE TAKEOVER





Roadblock the customized homepage ad units with your brand message to break through the digital ad clutter. Details on Skins, Marquees and Panoramas follow.

At left, a homepage takeover is demonstrated in it's entirety.



### Skins

#### GAWKER MEDIA / CREATIVE CAPABILITIES / SKINS



The masthead and sidebar are redesigned to match the look and feel of your brand and your campaign.



### Marquees

#### GAWKER MEDIA / CREATIVE CAPABILITIES / MARQUEES



Upon site load, this fully branded 1000x250 space transitions to a 300x250 corner space next to the day's featured stories. Inclusion of animation, video and image galleries are available and encouraged to enhance your brand.







GAWKER MEDIA / CREATIVE CAPABILITIES / PANORAMAS







This 800x250 space appears in the editorial flow and offers the most interactive experience with rich content like embedded video and image galleries.

Readers are 2.5x more likely to click through Panoramas than standard ad units.



### One-Off Creatives

GAWKER MEDIA / CREATIVE CAPABILITIES / ONE-OFF CREATIVES



In addition to our custom Skins, Marquees and Panoramas, our inhouse Creative Shop can create other ad units for your brand with unique features such as news tickets and countdown clocks.

Integrate site content with advertising design for ad units that become a part of the viewing experience.









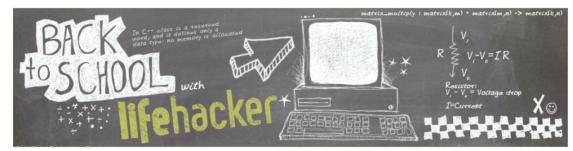






GAWKER MEDIA / SPONSORSHIPS / THEME WEEKS







Theme weeks allow editors to emphasize special events or topics that they consider particularly interesting to the audience at large, similar to a magazine feature.

Gizmodo's Summermodo was an allout gadgetfest, sponsored by the good people at Heineken Light, where worthy readers and tech bloggers surfed and tested snazzy new gadgets. Bloggers and videographers covered the action on Gizmodo to share the experience, yielding nearly 2 million pageviews all together.

Lifehacker's *Back to School* focused on study tips and all the must-have school gear aimed at readers with a thirst for knowledge.

Kotaku's *Summer of Gaming* featured ways to enjoy gaming in the outdoors with gaming-related tips and activities.



### Features Sponsorships

#### Latch onto the favorite installments of the Gawkerverse

#### GAWKER MEDIA / SPONSORSHIPS / FEATURES SPONSORSHIPS



Each title has ongoing features and popular content categories with loyal followings amongst the readership. Sponsor these recurring posts to gain your own following.

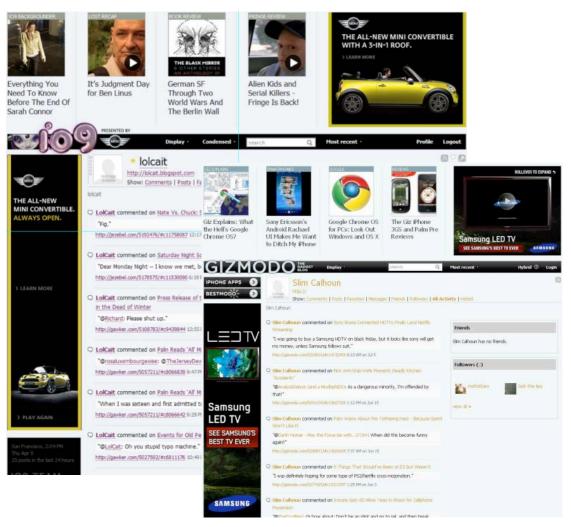
Posts boast branded 300x40 units in the editorial flow of the homepage. Each inside page for the given feature is roadblocked with your creative units.



### Comment Sponsorships

#### Become a part of the Gawker commenting culture

#### GAWKER MEDIA / SPONSORSHIPS / COMMENT SPONSORSHIPS



The comment system ensures topnotch commentary and engagement, enhancing the Gawker influence. Profile pages allow commenters to further spread their persona and influence.

Commenter Stats 2,500 new commenters/day 23,000 comments posted/day 900k – total commenter population



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#### GAWKER MEDIA / EDITORIAL INTEGRATION / SPONSOR POSTS



ADVERTISEMENT

#### Watch Michael Cera Charm the Pants off Charlyne Yi in Paper Heart

Paper Heart is a mocku- docu-dramedy about real-life funny person Charlyne Yi (Seth Rogen's stoner buddy's giggly girlfriend in Knocked Up) claiming she doesn't believe in love. So she sets out with a director pal to learn what love is. Enter Michael Cera. Enter heartwarming

08/05/09 (9)

SPONSORED POST

quirkiness with an excellent soundtrack. Enter  $Paper\ Heart$ , which opens in select theaters August 7. More »

Inserted directly into the editorial flow, the sponsor post is a vehicle for brand advertisers to "directly speak" to the Gawker audience.

Gawker Media's in-house copy talent drafts the post from start to finish, infusing your brand message with our signature tone.

When users click on the sponsor post it can act in two ways:

- A driver to your website
- An inside page on the Gawker Media site it's posted on

An inside page houses additional information about message in the sponsor post and is fully branded to reinforce the sponsor.

Video, image galleries and other multimedia features can be utilized in sponsor posts.



#### GAWKER MEDIA / EDITORIAL INTEGRATION / BOOK PROGRAM



Peruz Hillon
Convoling More Ville
By the Second

Michael Jackson
Dies at 50

Mes at 50

Diesplay \*\*

Condensed \*\*

Most recent \*\*

Most recent \*\*

Hybrid Login
Convoling Cut Party
(Updated)

Most recent \*\*

Hybrid Login
THE CHRIS FARLEY SHOW by Tom Farley, Jr., and

Tanner Colby
By Children
Lip Your Iddon:
Lip Squaker.com
Lip Squaker.com
Lip Squaker.com
Lip Squaker.com
Lip Squaker.com
Lip Squaker.com
Lip Lip Claim
Lip Clai

Immerse your title into our digital content stream.

#### PERKS:

- Package the Book Program with other ad units and promotions
- Titles can remain on sites indefinitely to gain exposure
- No competing ads appear on your branded book page

IN GOOD COMPANY
Random House
Hachette
Viking Press
Houghton Mifflin
Penguin
Crown





#### GAWKER MEDIA / EDITORIAL INTEGRATION / CONTESTS



Dan Love 17% (272 votes)

Anonymous 34% (547 votes)

Ben Orrico 4% (65 votes)

Bill Perkins 6% (100 votes)

Michael James 39% (636 votes)

Total Votes: 1620







Contests and prizes further engage our already active readership while connecting them with each other via your brand.

When Luna was looking to put Dell into the early adopting hands of our readership, Kotaku conducted a contest to find out who had the most unique job, rewarding the winner with a brand new Dell XPS M1730. Readers submitted photos and descriptions and then voted on a poll to determine the winner of the contest. More than 1600 people participated.



### Interactive & Social Media

### Surround reader engagement in your brand

GAWKER MEDIA / EDITORIAL INTEGRATION / INTERACTIVE & SOCIAL MEDIA



Use social media tools to create communities around your brand via Gawker Media sites.

Gawker enlisted TFF insiders to tweet during the festival, driving traffic to the room via editorial call outs and cobranded ad units.



### Custom Content & Site Building

GAWKER MEDIA / EDITORIAL INTEGRATION / CUSTOM CONTENT & SITE BUILDING



Gawker Media creates custom content to fit your brand and match our reader preferences.

To promote the 3rd Generation Prius, Toyota sponsored a Gawker Hybrid feature that allows users to create a customized feed from every title for their personalized taste.

"There are two places news will be consumed in the future, editorially aggregated...and machine aggregated platforms. Gawker Hybrid appears to be a splendid blend of the benefits of both worlds."

-Online Journalism Blog



### Custom Microsite Publishing

#### GAWKER MEDIA / EDITORIAL INTEGRATION / CUSTOM MICROSITE PUBLISHING



The Latest Vampire News Highlights



Confession Time



Back to Bon Temps



1-877-To-Bite-U



Vampire Cupo



Vampire Wine?

« next »

BLOODCOPY A Display of Display of Search Q Most recent







Since I officially became a night-creature, I've discovered a newfound appreciation for the calmness of the city in darkness. I've passed several nights taking pictures of empty parks, up-lit buildings, careening taxis with their flashlight headlights stabbing down Seventh Avenue.

Naturally, I've become mildly obsessed with night photography. I started poking around online and found these great flickr pools, among other repositories of all things night:

Moonside - (Surreal Night Photography) Night Crawlers

Night Street Photography Nocturnes

Oakland Cemetery - Night Shoot

There's so much good stuff out there that I will keep posting my faves throughout the week. And send in your night photos to andrew@bloodcopy.com. More more more.

New York

ocdfragrance.com

[image from Desert4wd in the Night Photography of Western Ghost Towns and Mining Camps fickr pool]

Gawker Media applies the uninhibited tone of our titles to your brand.

Gawker published a custom blog about vampires, "by vampires" to promote the second season of HBO's *True Blood*. Bloodcopy content was cross-posted to our other titles to make fans thirsty for more *True Blood*.

#### **RESULTS**

- 42 Bloodcopy/Gawker stories in Google News during microsite lifetime
- 3,000 Tweets about Bloodcopy
- 19,432,291 views of the cross posted content on all eight titles



### Gawker Artists

GAWKER MEDIA / EDITORIAL INTEGRATION / SPONSOR POSTS







Gawker Artists promotes the works of artists of all media via our sites and special events at our downtown gallery space. Artists receive profile pages on Gawker Artists.

Select images are displayed in the ad space on various Gawker Media titles with clickthroughs driving traffic to the profile pages.

1024 participating artists208 exhibitors6+ exhibitions per year











GAWKER MEDIA / EVENTS / PARTIES





Enjoy our savvy event planning skills when you extend your brand with a party thrown by Gawker Media

**Starz** partnered with Gawker Media for a rooftop event to promote TV tune-ins. We invited our most active commenters to attend the Starz event as our own stars.

To promote the second season of **HBO's** *True Blood* we created Bloodcopy, a blog about vampires, "by vampires." The Bloodcopy launch party gathered vampire enthusiasts and fans for a deadly good time.

Gawker, Deadspin and Jalopnik readers were invited to a full-fledged Oktoberfest celebration sponsored by **Beck's** beer.



### Gawker Artists Events

GAWKER MEDIA / EVENTS / GAWKER ARTISTS EVENTS











Artists can submit work to Gawker to be featured on all eight sites. Events allow art fans and fellow artists to see the work in person.

We host quarterly receptions, like Alt Art, for solo shows and larger feature exhibitions, like MOM and POPism, in our downtown NYC gallery space. Details of these events can be found at artists.gawker.com.

"Entitled Mom and POPism and located on the roof of...Gawker Media...The result is an energetic synthesis of painting, photography, collage and graffiti. Combining the high-shine cartoon aesthetic of the street art with the grubby true-to-life look of the storefronts."

-Wallpaper\*



### Trips & Excursions

GAWKER MEDIA / EVENTS / TRIPS & EXCURSIONS











Entice loyal readers to participate in sponsored trips and excursions tied into editorial content.

Summermodo was Gizmodo's expedition to test new gadgets and surf with Heineken in hand. Heineken sponsored a trip down to North Carolina for an all out gadget and surf extravaganza. Guests enjoyed kite surfing and playing with cutting edge gadgets. Bloggers joined the trip to post about activities and gadgets with video coverage posted on Gizmodo. It was the gadget getaway of the summer from Heineken and Gizmodo.



# Reader Meet Ups

GAWKER MEDIA / EVENTS / READER MEET UPS





Corona sponsored a meet up of Deadspin readers during a Subway Series for a bar crawl of good fun, great company and lots of Corona. Sponsor Posts advertised the Corona-Deadspin event.











#### GAWKER MEDIA / EVENTS / SCREENINGS









A Gawker Media rooftop event promoted the premiere of History Channel's show, *Africa Expedition*, with an exclusive screening. Readers entered a contest to come to the event.





# ADVERTISING GAWKER COM

"People – particularly if they're under 40 – have news priorities other than those of the editors of The New York Times or producers of the "NBC Nightly News." A new tablet from Apple – or last night's episode of "Gossip Girl" or the adventures of the hipster grifter – is a bigger deal than the latest petty scandal in Albany. You think that's a damning indictment of modern society and a recipe for idiocracy? Fine. Start a nonprofit to cover all the local-government news you think a healthy society needs. But don't expect advertisers – or commercially-minded publishers or readers, for that matter – to share your interests."

-Nick Denton, Publisher/Founder Advertising Age, May 20, 2009